
BALLISTIC ***MISSILE DEFENSE*** **ORGANIZATION**



***Small Business
Opportunities***



INTRODUCTION

The Department of Defense has assigned to the Ballistic Missile Defense Organization (BMDO) the responsibility of developing, for fielding, effective military defenses against ballistic missiles. The BMDO is responsible to the Under Secretary of Defense for Acquisition and Technology for all aspects of the Ballistic Missile Defense (BMD) Program. The BMD Program is a balanced program focusing on the development and deployment of Theater Missile Defense (TMD), developing options for deployment of a National Missile Defense (NMD) capability and, under the BMD Advanced Technology Program (ATP), exploring advanced technologies essential for defenses against future threats.

PRINCIPAL AREAS OF OPPORTUNITY

Research, Development, Testing and Evaluation, and Technical Support in the following areas:

- Survivability and Lethality
- Battle Management, Command, Control, and Communications
- Systems Engineering and Integration
- Directed Energy Technology
- Kinetic Energy Technology
- Countermeasures
- Active and Passive Sensor Technology
- Program Management
- Simulation and Modeling
- System Test and Evaluation

OPPORTUNITIES ARE AVAILABLE THROUGH THE FOLLOWING PROGRAMS:

Small Business Set-Asides

Generally, all acquisitions of supplies or services which have an anticipated dollar value that exceeds \$2,500 and not exceeding \$100,000 are reserved exclusively for small business concerns. Additionally, it is generally the policy that any acquisition over \$100,000 will be set aside for small business concerns when there is a reasonable expectation that offers will be obtained from at least two responsible small business concerns and that awards will be made at fair market prices. A “set-aside for small business” is the reserving of an acquisition exclusively for participation by small business concerns. A set-aside of a single acquisition or a class of acquisitions may be total or partial. (For the definition of a small business concern, see Part 19 of the Federal Acquisition Regulation).



Small Business Administration’s (SBA’s) 8(a) Program

Under the provisions of Section 8(a) of the Small Business Act, the SBA may enter into contracts with BMDO and other Government agencies for supplies and services. These requirements are then subcontracted with SBA-approved 8(a) certified small businesses concerns that are socially and economically disadvantaged. Qualified 8(a) firms should make their capabilities known to the Director, Office of Small and Disadvantaged Business Utilization (SADBU) at BMDO. Small business firms that are not currently 8(a) certified, but are interested in the 8(a) Program, should contact the nearest SBA office for further guidance. A small business firm that is 8(a) certified may also compete as a prime contractor for BMD requirements, however, the award would not be made under the 8(a) Program.

Small Disadvantaged Businesses & Women-Owned Small Businesses

In keeping with the policy of the Federal government, BMDO provides maximum practicable opportunities in its acquisitions to small disadvantaged businesses and women-owned small businesses. In addition to opportunities provided under the SBA’s 8(a) Program to qualified businesses, small disadvantaged businesses and women-owned small businesses may compete as prime contractors for BMD requirements. Procurement opportunities are also provided to small disadvantaged businesses and women-owned small businesses through the procurement regulations requiring prime contractors to utilize these firms as subcontractors to the maximum extent possible. The government agencies and the prime contractors have established goals for awards to small disadvantaged businesses and women-owned small businesses.

Historically Black Colleges and Universities/ Minority Institutions (HBCU/MIs)

The Department of Defense Federal Acquisition Regulation Supplement, Part 226.7003-1 provides for set-asides to HBCU/MIs. The Ballistic Missile Defense Organization has a pilot research program set-aside for HBCU/MIs. Additionally, the BMDO SADBU Office facilitates interaction between the HBCU/MIs and the BMDO Executing Agents which may lead to greater HBCU/MI participation in BMD requirements.

Small Business Innovation Research (SBIR)

The Ballistic Missile Defense Organization’s SBIR Program is covered in the Department of Defense SBIR Program Solicitation each year. The BMDO encourages small businesses with strong research and development capabilities in science or engineering to participate in the SBIR Program. Goals of the SBIR include stimulating technological innovation in the private sector, strengthening the role of small business in meeting DoD research and development needs, fostering and encouraging participation by minority and disadvantaged firms in technological innovation,

and increasing the commercial application of DoD-supported research and development results. Copies of the DoD SBIR Solicitations are available from the DoD SBIR help desk, (800) 382-4634.

Small Business Technology Transfer (STTR)

The Ballistic Missile Defense Organization’s STTR Program is covered in the Department of Defense STTR Program Solicitation each year. Under this pilot program, awards are made to small business concerns for cooperative research and development, conducted jointly by the small business and a research institution (non-profit institutes, contractor-operated federally funded research and development centers, and universities). The program helps the small companies and researchers at research institutions to commercialize technology, to foster high-tech economic development, and to advance U.S. economic competitiveness. Copies of the DoD STTR solicitations are available from the DoD STTR help desk, (800) 382-4634.

Subcontracting

Most Ballistic Missile Defense (BMD) prime contracts contain special clauses which require the prime contractors to maximize the use of small businesses, small disadvantaged businesses, women-owned small businesses, and HBCU/MIs as subcontractors. Small business firms and HBCU/MIs are, therefore, encouraged to make their capabilities known to BMD prime contractors. Listings of the BMDO and BMD Subcontracting Plan Administrators for the prime contractors are available from the BMDO’s Office of Small and Disadvantaged Business Utilization.

Contracting Activities

The Army, Air Force, Navy, Defense Threat Reduction Agency, National Aeronautics and Space Administration, and Department of Energy collectively contract for a large percentage of Ballistic Missile Defense requirements. In addition to BMDO’s contracting activity, the above Government components offer BMD contracting opportunities. Points of Contact at the Offices of Small and Disadvantaged Business Utilization who can assist you in finding out more about BMD contracting opportunities are listed at the end of this document.

Mentor-Protege Program

The Mentor-Protege Program is a pilot program which provides incentives for DoD prime contractors to assist small disadvantaged businesses in enhancing their capabilities and to increase participation of such firms in Government and commercial contracts. For more information on this program, contact the DoD Office of Small and Disadvantaged Business Utilization.



Veteran Small Business

Under the provisions of Public Law 106-50, the Veterans Entrepreneurship and Small Business Development Act of 1999, the statute provides for a Government-wide goal for participation by small business concerns owned and controlled by veterans shall be established at not less than three percent of the total value of all prime contract and subcontract awards for each fiscal year.

HUBZone Small Business

The Historically Underutilized Business Zone (HUBZone) Empowerment contracting Program, which is included in the Small Business Reauthorization Act of 1997, provides Federal contracting opportunities to small business concerns located in historically underutilized business zones. The provisions of the statute set the government contracting goal for HUBZone SBCs initially at one percent of all Federal prime contracts with a gradual increase to three percent by the year 2003.

HOW TO GET STARTED

- Contact the appropriate Small & Disadvantaged Business Utilization Office. For telephone numbers, see the points of contact listed below.
- Review the Commerce Business Daily. This publication provides information on contracting opportunities both as a prime contractor and as a subcontractor.
- Have the name of your firm placed in the BMDO Small Business Database. This database contains capabilities of small businesses wishing to do business with BMDO. Contact the BMDO SADBU Office for an application. Telephone (703) 697-8015.
- Have your name placed on the DoD SBIR and STTR Mailing Lists. Telephone (800) 382-4634.
- The Ballistic Missile Defense Organization Acquisition Reporting Bulletin Board (BARBB) provides a consolidated source of information concerning current and prospective solicitations. The BARBB can be accessed on the Internet at: <http://www.acq.osd.mil/bmdo/barbb/barbb.htm>
- Access the BMDO OSDDBU Homepage. The address is: <http://www.acq.osd.mil/bmdo/bmdolink/html/sadbu.html>



POINTS OF CONTACT AT OFFICES OF SMALL
AND DISADVANTAGED BUSINESS UTILIZATION

Ballistic Missile Defense Organization	Ms. Jan Norelli Air Force Research Laboratory/Rome Research Site Rome, NY (315) 330-3311
Mr. Stephen M. Moss Director, BMDO/SADBU The Pentagon Washington, DC 20301-7100 (703) 697-8015	Ms. Judith K. Vaughn Air Force Flight Test Center Edwards AFB, CA (661) 277-3640
Mr. Ray Lambert BMDO/SADBU The Pentagon Washington, DC 20301-7100 (703) 697-8918	Lt. Col. Ronald Bartholomew Air Force Office of Scientific Research Arlington, VA (703) 696-5904
AIR FORCE	
Mr. Ralph K. Frangioni, Jr. Air Force Development Testing Center/ BC Eglin AFB, FL (850) 882-2843	Mr. Anthony Lander Air Force Space Command Peterson AFB, CO (719) 554-5324
Mr. Charles Willet Space and Missile Systems Division Los Angeles, CA (310) 363-2855	Mr. Everett Carter 11 CONS/LGC Bolling AFB Washington, DC (202) 767-8086
Mr. David Condon Electronics System Division Hanscom AFB, MA (781) 377-4973	Mr. Greg Burton Air Force Material Command Wright-Patterson AFB, OH (937) 257-3317
Ms. Joan Fulkerson Air Force Research Laboratory Kirtland AFB, NM (505) 846-8515	Mr. Lawrence Duncan HQ AFOTEC/SB Kirtland AFB, NM (505) 846-2539

NAVY

Office of Naval Research
Arlington, VA
(703) 696-4605

Ms. Michelle Nicholl
Naval Research Laboratory
Washington, DC
(202) 767-6263

Mr. Sarkis Tatigan
Naval Sea Systems Command
Arlington, VA
(703) 602-1964 x150

Ms. Julie Krnc/Susan Burrows
Space & Naval Warfare Command
San Diego, CA
(619) 524-7701 (Krnc)
(619) 553-4326 (Burrows)

Mr. James Howard
Naval Surface Warfare Center
Dahlgren, VA
(540) 653-4806

Ms. Lois R. Herrington
Naval Air Warfare Center
China Lake, CA
(760) 939-2712

Ms. Debbie Jo Foster
Strategic Systems Programs
Arlington, VA
(703) 607-0218

Ms. Vivian Detter
Fleet & Industrial Supply Center
Washington, DC
(202) 433-2957

MARINE CORPS

Ms. Lisa Botkin
Marine Corps Systems Command
Quantico, VA
(703) 784-5822 x236

ARMY

Mr. John Ralls, Jr.
U.S. Army Space & Missile Defense
Command
Huntsville, AL
(256) 955-3412

Mr. Larry Travis
Army Research Office
Research Triangle Park, NC
(919) 549-4271

Mr. John F. Nelson
U.S. Army Aviation & Missile Command
Redstone Arsenal, AL
(256) 876-5441

Mr. Chuck Collins
U.S. Army Intelligence Center
Fort Huachuca, AZ
(520) 533-3131

Mr. Stan Daise
CECOM Acquisition Center
Alexandria, VA
(703) 325-5793

Mr. Richard Burdette
U.S. Army TACOM-ARDEC
Picatinny Arsenal, NJ
(973)724-4106

DEFENSE ADVANCED RESEARCH PROJECTS AGENCY	NATIONAL AERONAUTICS & SPACE ADMINISTRATION
Mr. Bud Durand/Ms. Connie Jacobs Defense Advanced Research Projects Agency Arlington, VA (703) 696-2379	Mr. Ralph Thomas NASA Washington, DC (202) 358-2088
DEFENSE THREAT REDUCTION AGENCY	Mr. Carl Silski NASA Cleveland, OH (216) 433-2786
Mr. Bill Burks Defense Threat Reduction Agency Dulles International Airport Washington, DC (703) 325-5021	DEPARTMENT OF ENERGY
DEFENSE SUPPLY SERVICE - WASHINGTON	Ms. Esther Aguilera Department of Energy Washington, DC (202) 586-7377
Ms. Grace Foster Defense Supply Service - Washington Washington, DC (703) 697-6024	